



Altus Group



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of September 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-22		Sep-21		Change
High Rise	289		2,566		-88.7%
Low Rise	45		1,110		-95.9%
Total	334		3,676		-90.9%
Year to Date Sales	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
High Rise	18,252		23,059		-20.8%
Low Rise	3,638		11,316		-67.9%
Total	21,890		34,375		-36.3%
Year to Date Supply	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
High Rise	21,012		21,624		-2.8%
Low Rise	4,469		10,338		-56.8%
Total	25,481		31,962		-20.3%
Year to Date Completions	Jan.-Sep. 2022		Jan.-Sep. 2021		Y/Y Change
High Rise	9,450		15,624		-39.5%
Remaining Inventory	Sep-22	Aug-22	Sep-21	M/M Change	Y/Y Change
High Rise	10,291	8,590	11,238	19.8%	-8.4%
Low Rise	1,609	1,638	1,328	-1.8%	21.2%
Total	11,900	10,228	12,566	16.3%	-5.3%
Benchmark Price	Sep-22	Aug-22	Sep-21	M/M Change	Y/Y Change
High Rise	\$1,159,455	\$1,189,682	\$1,086,831	-2.5%	11.8%
Low Rise	\$1,853,214	\$1,861,587	\$1,573,764	-0.4%	17.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	6	334	349	137	
High Rise Units	2,538	86,785	97,405	35,440	
% Sold*	10%	88%	94%	76%	
Low Rise Projects	1	165			
Low Rise Units	26	18,856			
% Sold*	27%	91%			

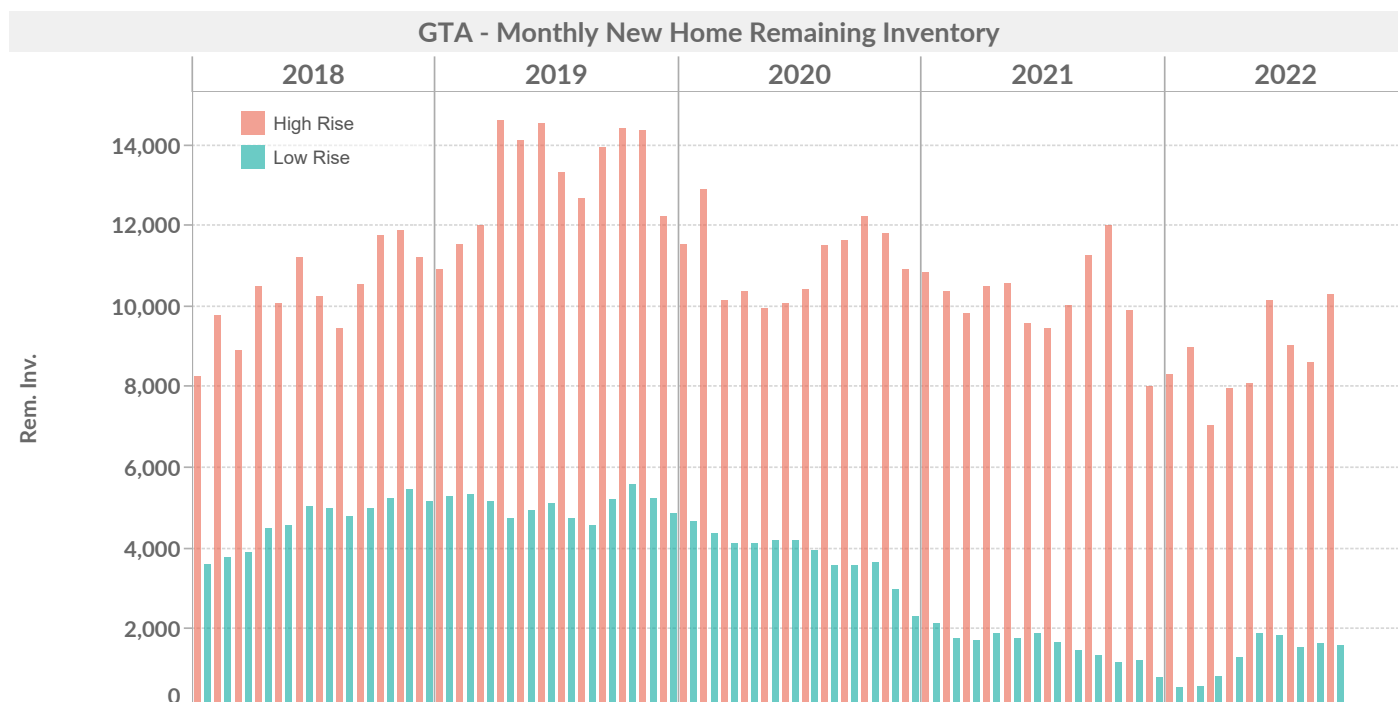
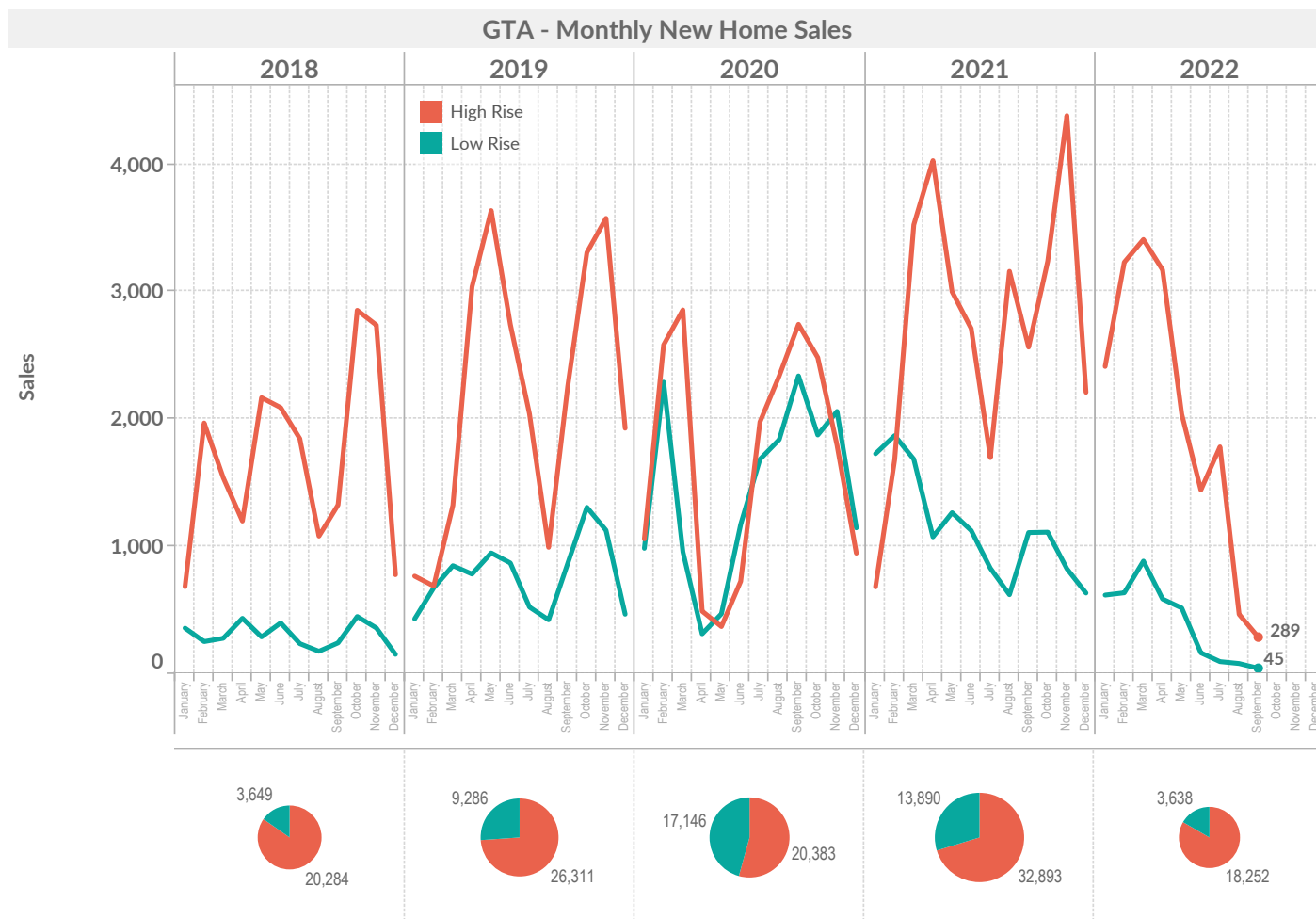
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

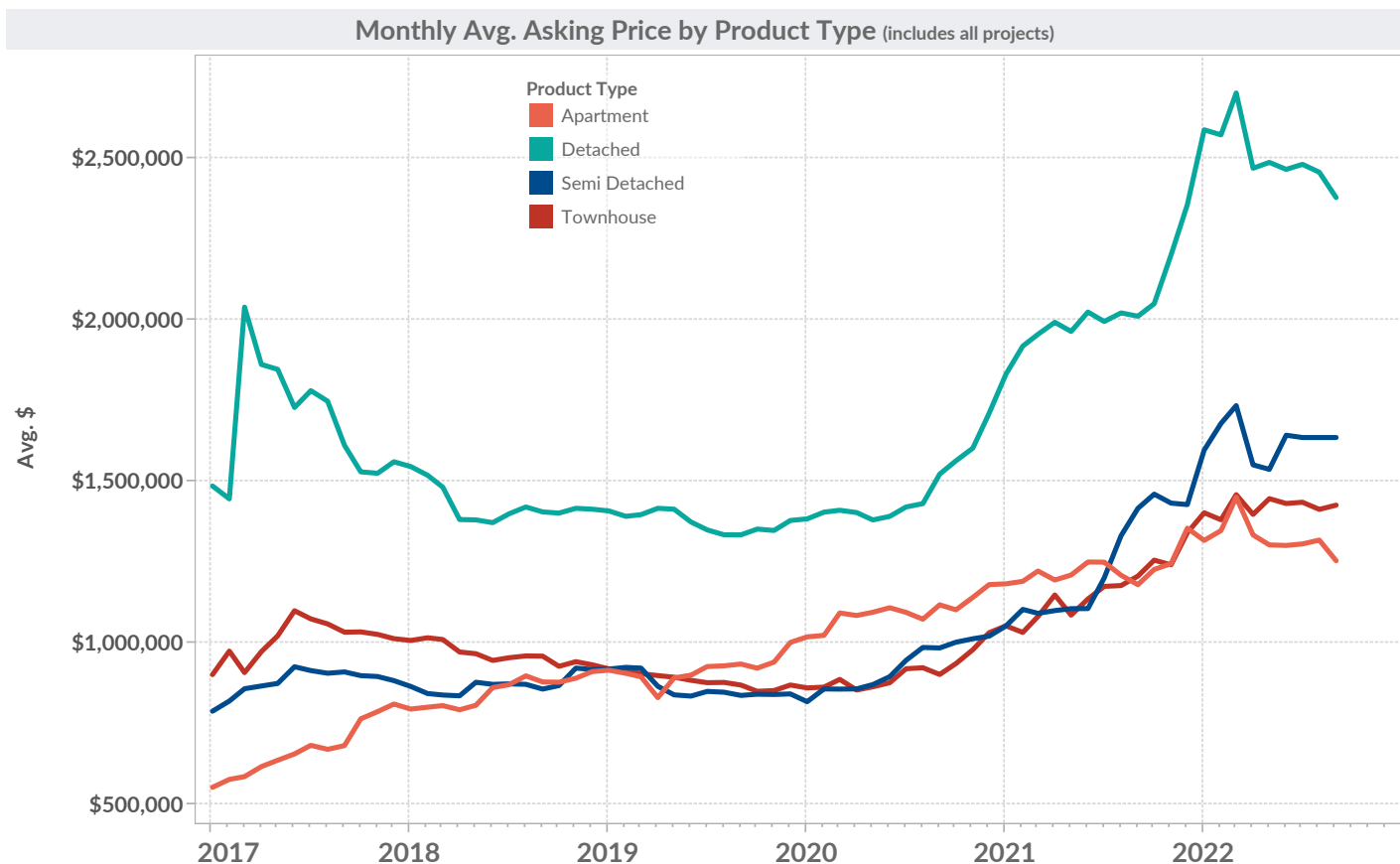
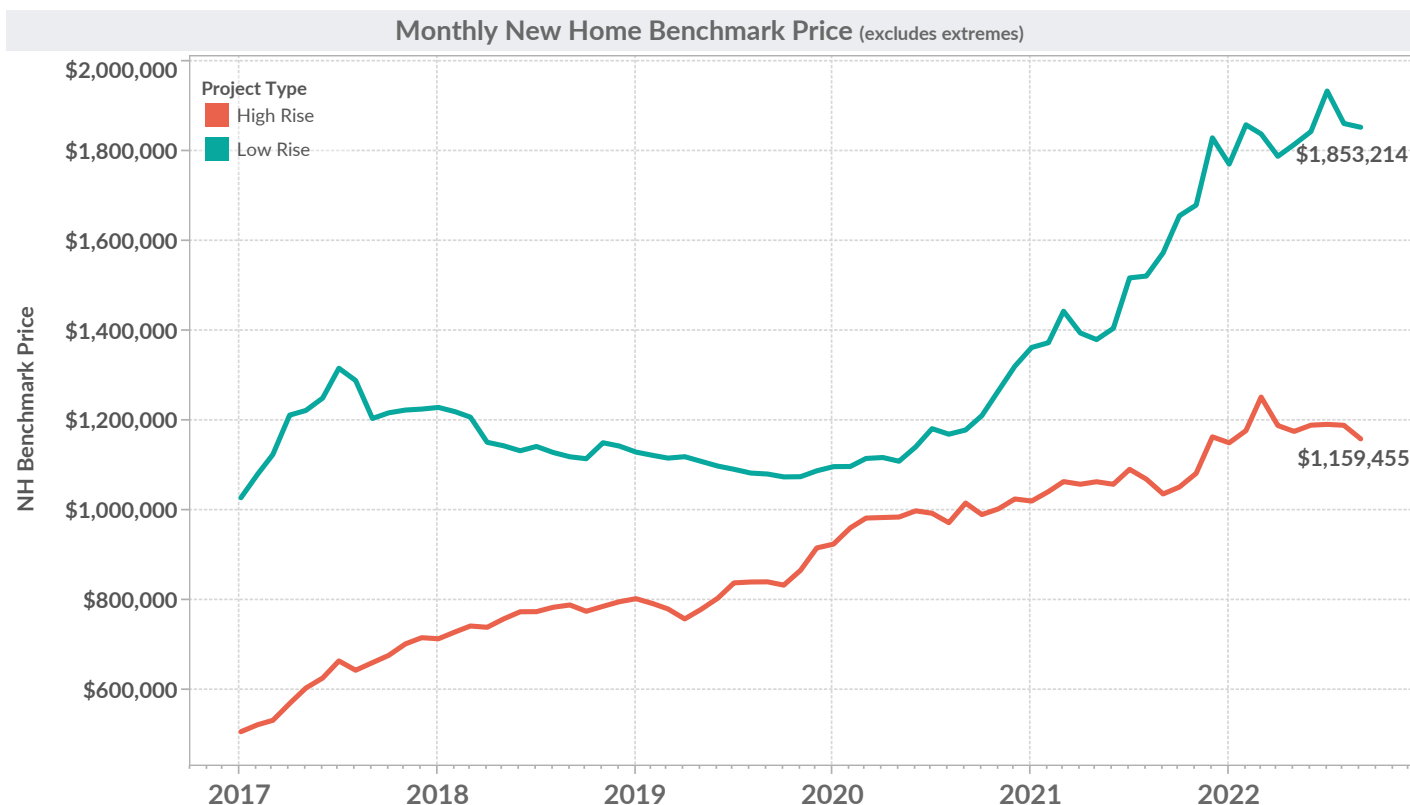
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

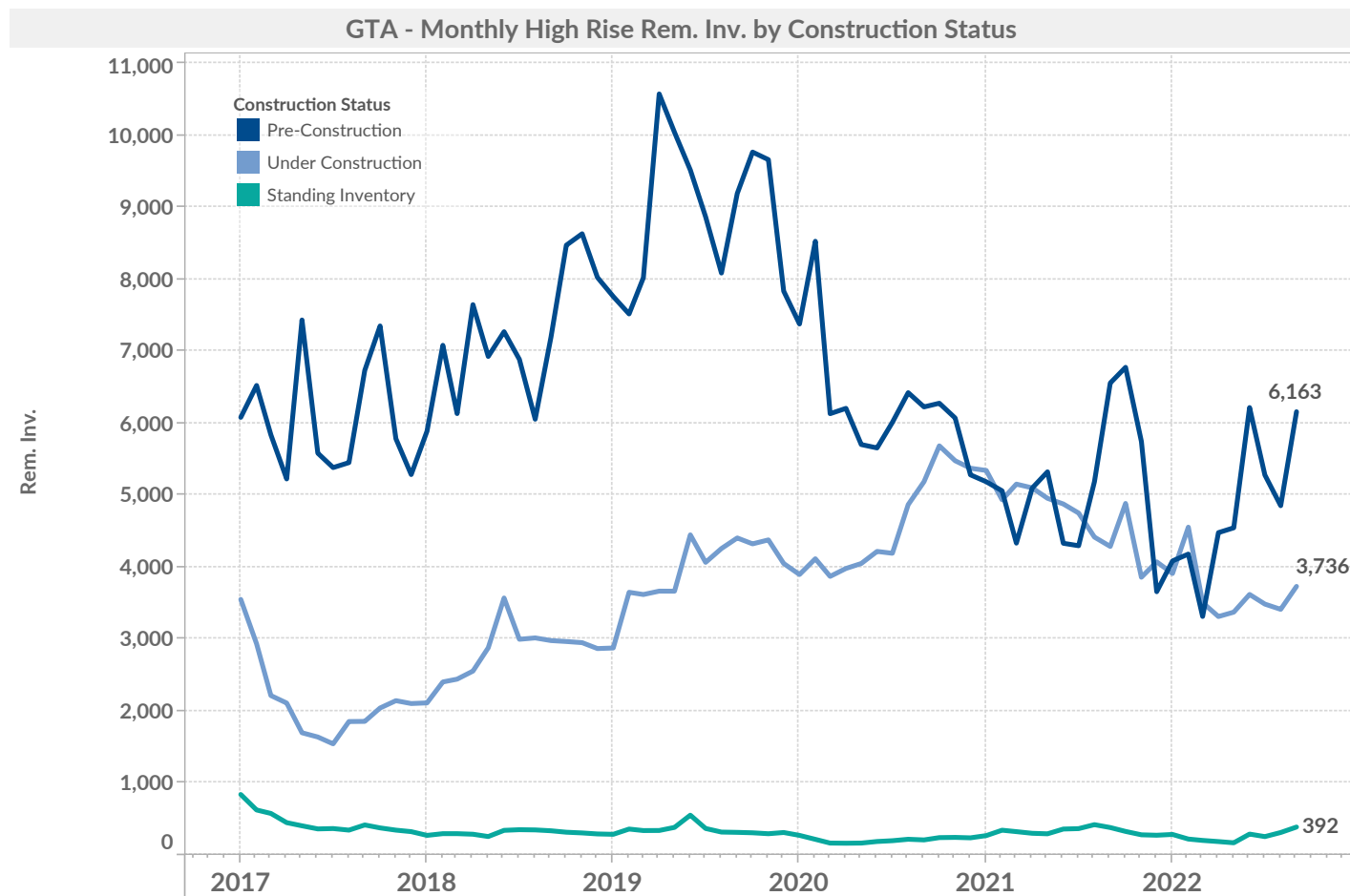
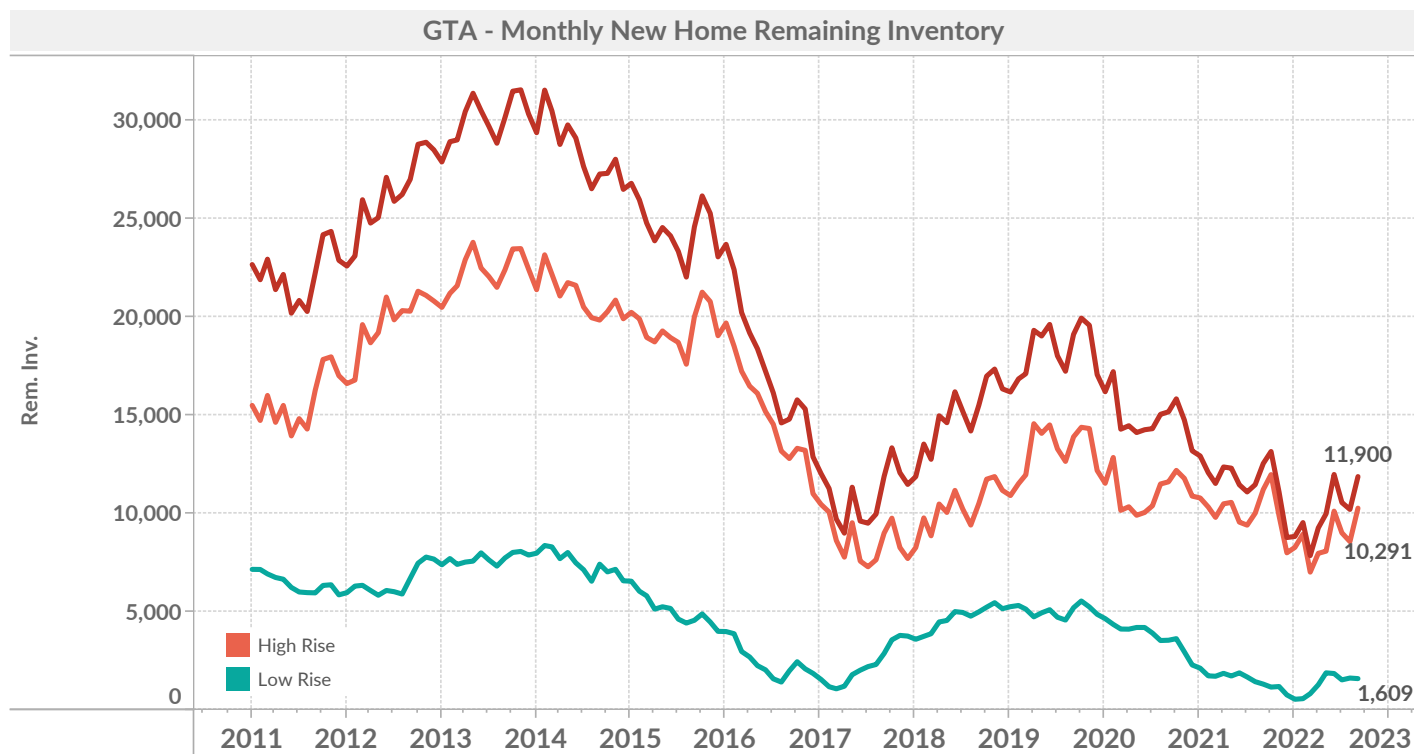
Sales & Remaining Inventory



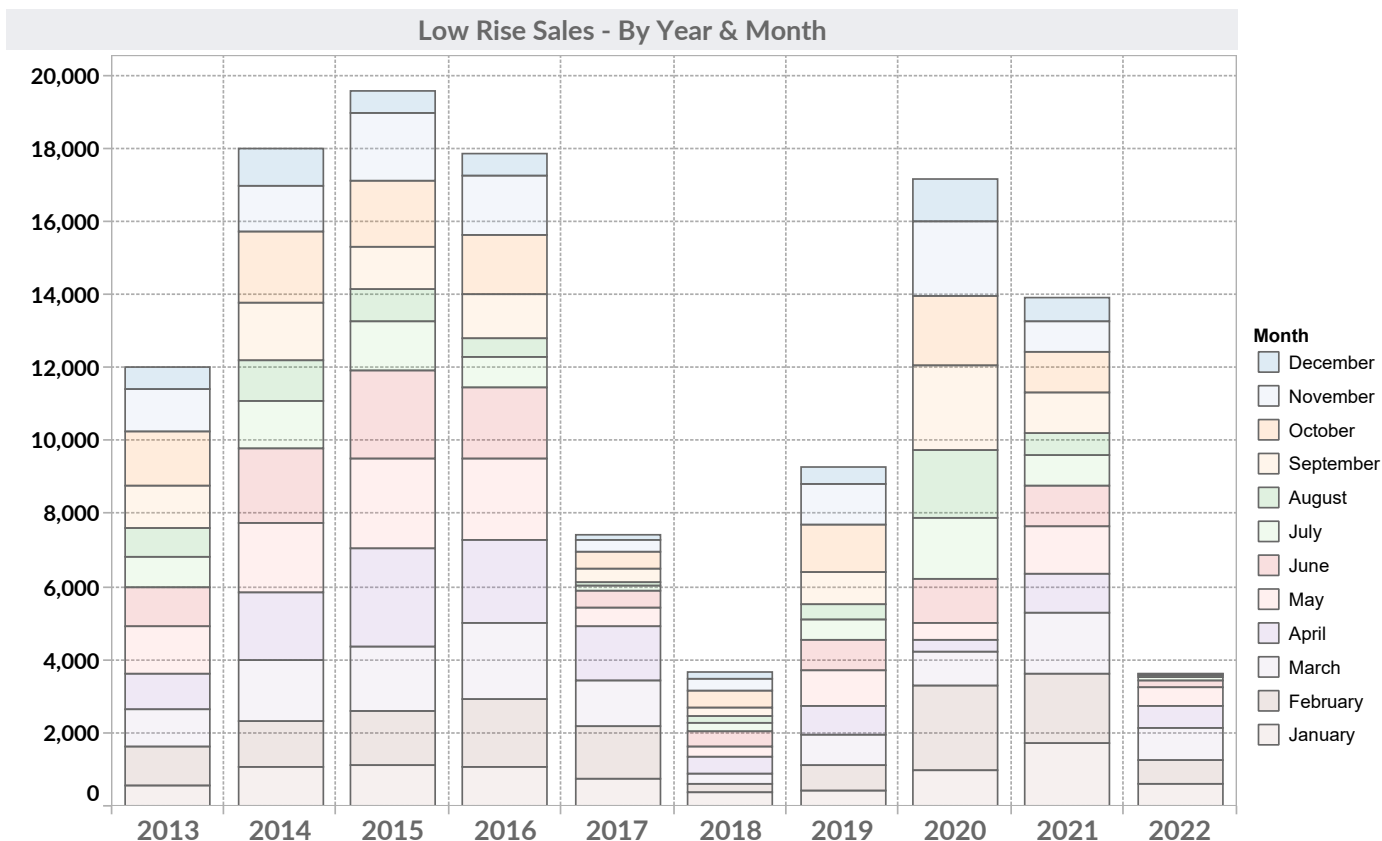
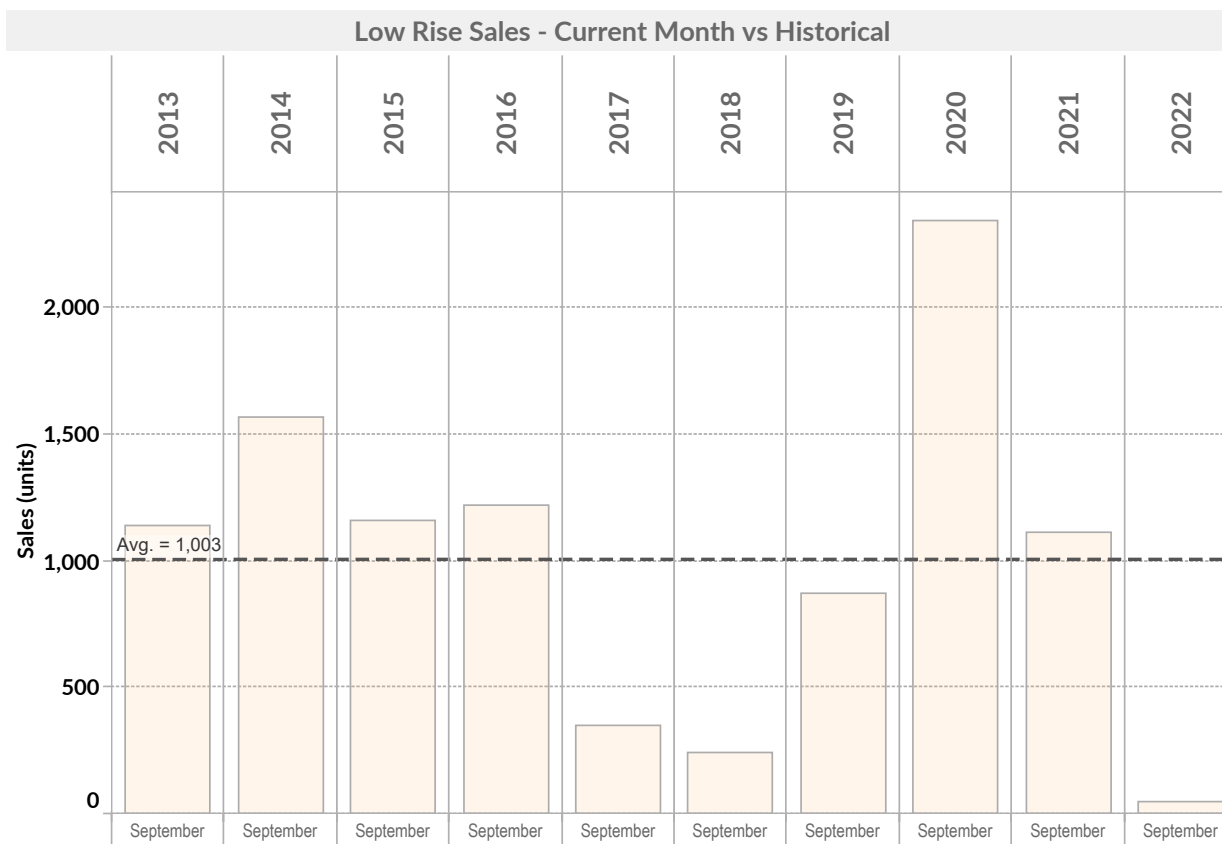
Pricing



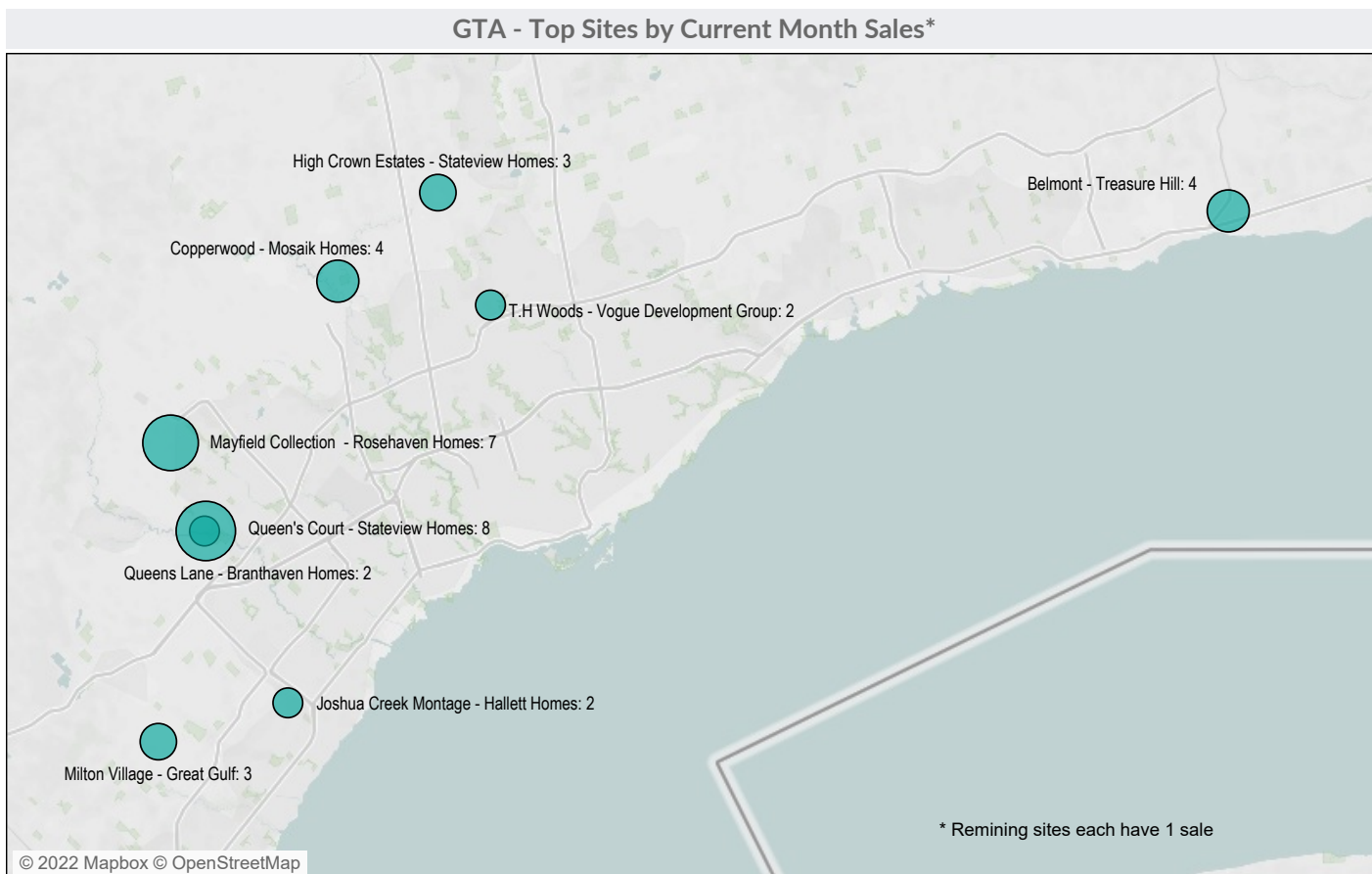
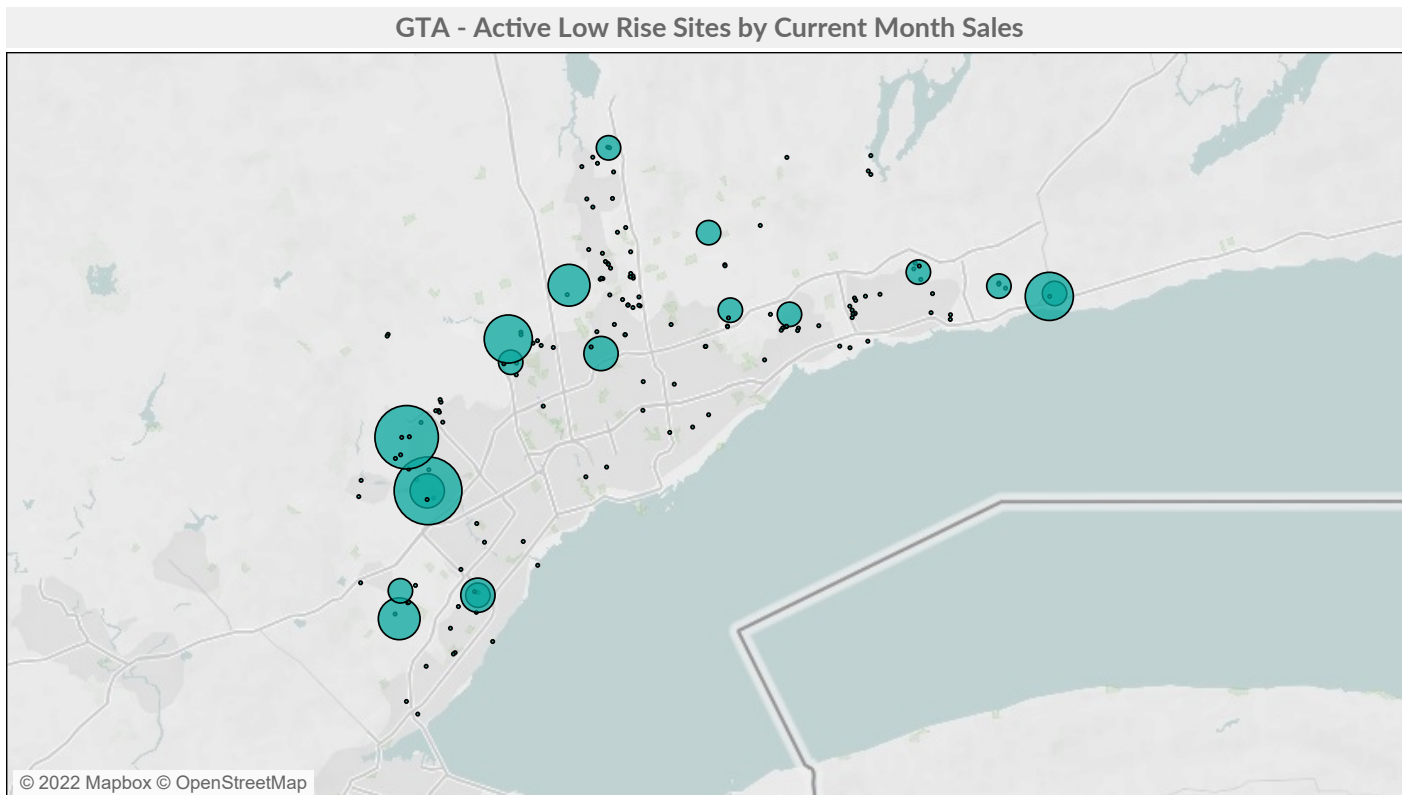
Remaining Inventory



Historical Sales Comparison



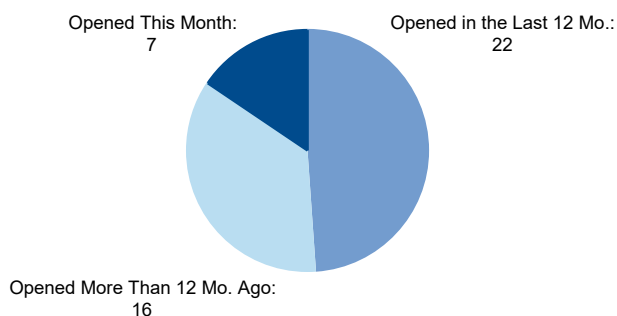
Current Sites



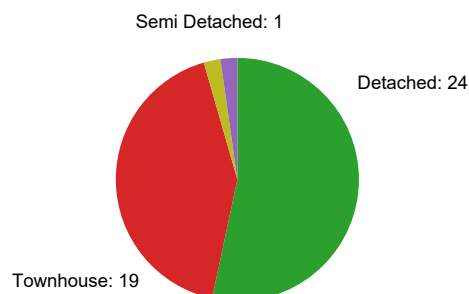
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

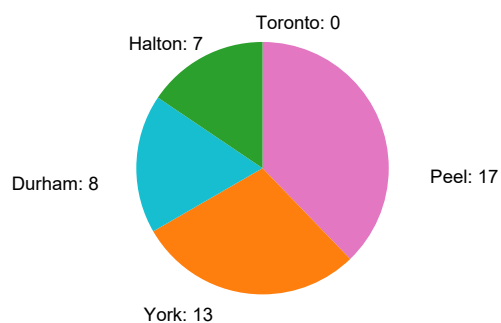
Sales by Opening Date



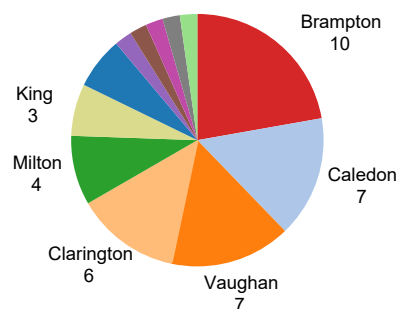
Sales by Product Type



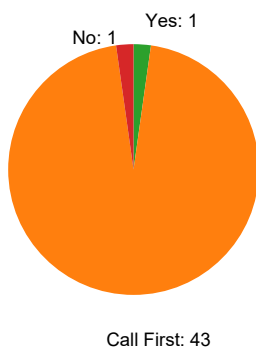
Sales by Region



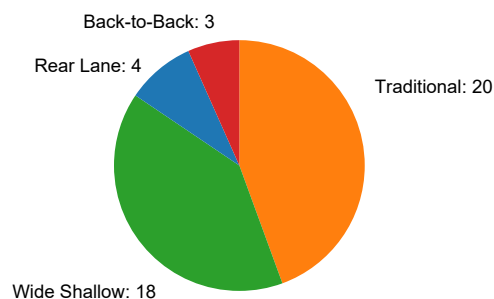
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



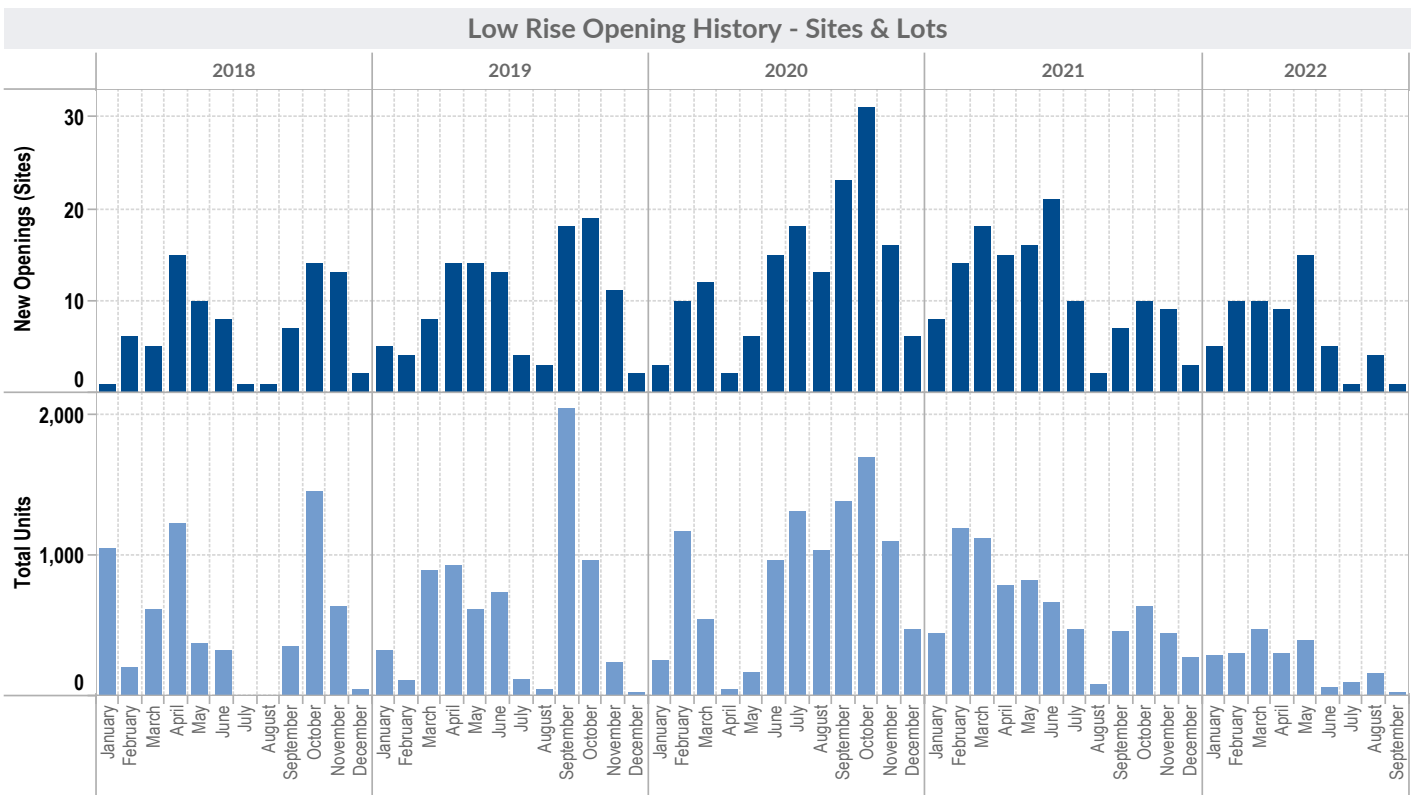
Sales by Lot Type



New Openings

September 2022 - Low Rise Openings - New Projects & Product Offerings							
Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales *	Rem Inv	Avg. \$/SF
Mayfield Collection - Rosehaven Homes	Freehold	Caledon	2022-09-14	26	7	19	\$621
Grand Total				26	7	19	\$621

* Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.



Top Builders - YTD

GTA - Top Low Rise Builders by YTD Sales

Builder	2022												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	72	100	248	120	62	13	6	3	1				625	17.2%		17.2%	
Paradise Developments	43	38	56	142	16	2	0	0	0				297	8.2%		25.3%	
Sundial Homes	0	69	30	0	45	0	0	0	0				144	4.0%		29.3%	
Great Gulf	39	32	35	9	4	15	1	1	3				139	3.8%		33.1%	
Stateview Homes					32	9	6	53	11				111	3.1%		36.2%	
Fieldgate Homes and SmartCentres	30	22	17	29	9	0	1	0	0				108	3.0%		39.1%	
Gold Park Homes			45	39	23	0	0	0	0				107	2.9%		42.1%	
Fieldgate Homes	6	1	16	34	22	6	0	0	0				85	2.3%		44.4%	
Arya Corporation	39	25	14										78	2.1%		46.6%	
Profile Developments			77	1	0	0	0	0	0				78	2.1%		48.7%	
Branthaven Homes		45	7	6	12	3	0	0	2				75	2.1%		50.8%	
Treasure Hill	0	0	0	1			60	10	4				75	2.1%		52.8%	
Stanford Homes	0	1	0	64	8	1	0	0	0				74	2.0%		54.9%	
Andrin Homes	0	0	0	27	32	13	0	0	0				72	2.0%		56.8%	
CountryWide Homes	16	16	8	6	13	8	2	0	1				70	1.9%		58.8%	
Remington Homes	0	0	30	18	13	0	0	0	0				61	1.7%		60.4%	
Conservatory Group	8	33	13	0	1	3	1	0	1				60	1.6%		62.1%	
Starlane Home Corporation		50	9										59	1.6%		63.7%	
Caivan					55	1	1	1	0				58	1.6%		65.3%	
Lindvest	0	16	42	0	0	0	0	0	0				58	1.6%		66.9%	
Aspen Ridge Homes	4	35	0	0	12	5	0	0	1				57	1.6%		68.5%	
Dunpar Homes	9	39	6	0	0	0	1	0	0				55	1.5%		70.0%	
	619	637	886	588	518	166	97	82	45				3,638				

Top Builders - Last 12 Months

GTA - Top Low Rise Builders by Last 12 Months' Sales

	2021			2022										Total	Market Share		Cum. Mkt. Share	
Builder	October	November	December	January	February	March	April	May	June	July	August	September	%			%		
Mattamy Homes	140	127	21	72	100	248	120	62	13	6	3	1	913		14.7%		14.7%	
Paradise Developments	219	9	3	43	38	56	142	16	2	0	0	0	528		8.5%		23.2%	
Great Gulf	35	48	29	39	32	35	9	4	15	1	1	3	251		4.0%		27.2%	
Primont Homes	59	48	52	32	9	0	0	2	1	0	1	0	204		3.3%		30.5%	
Sorbara	58	64	8	16	9	1	0	1	0	0	0	0	157		2.5%		33.0%	
Delpark Homes	113	16	2	0	20	0	0	0	2	0	0	0	153		2.5%		35.5%	
Medallion Developments	14	46	46	38	8								152		2.4%		38.0%	
CountryWide Homes	17	43	21	16	16	8	6	13	8	2	0	1	151		2.4%		40.4%	
Sundial Homes	0	0	0	0	69	30	0	45	0	0	0	0	144		2.3%		42.7%	
Fieldgate Homes and SmartCentres			25	30	22	17	29	9	0	1	0	0	133		2.1%		44.8%	
Hallett Homes		46	45	7				20	0	0	1	2	121		1.9%		46.8%	
Conservatory Group	22	20	15	8	33	13	0	1	3	1	0	1	117		1.9%		48.7%	
Stateview Homes	1	1						32	9	6	53	11	113		1.8%		50.5%	
Gold Park Homes						45	39	23	0	0	0	0	107		1.7%		52.2%	
Fieldgate Homes	14	1	4	6	1	16	34	22	6	0	0	0	104		1.7%		53.9%	
Treasure Hill	11	9	4	0	0	0	1			60	10	4	99		1.6%		55.5%	
Arya Corporation			17	39	25	14							95		1.5%		57.0%	
Deco Homes	26	21				38	0	10	0	0	0	0	95		1.5%		58.5%	
Minto Developments and Metropia	91	1											92		1.5%		60.0%	
Regal Crest Homes	9	11	47	17	0	0	1	6	0	0	0	0	91		1.5%		61.5%	
Aspen Ridge Homes	20	10	3	4	35	0	0	12	5	0	0	1	90		1.4%		62.9%	
Lindvest	25	0	0	0	16	42	0	0	0	0	0	0	83		1.3%		64.3%	
	1,113	826	635	619	637	886	588	518	166	97	82	45	6,212					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2022
				September
Queen's Court - Stateview Homes	Brampton	Townhouse	18'	1
			20'	7
			Total	8
Mayfield Collection - Rosehaven Homes	Caledon	Detached	30'	2
			38'	1
			41'	3
			45'	1
			Total	7
Belmont - Treasure Hill	Clarington	Detached	32'	1
			37'	2
			40'	1
			Total	4
Copperwood - Mosaik Homes	Vaughan	Detached	60'	4
			Total	4
High Crown Estates - Stateview Homes	King	Townhouse	20'	3
			Total	3
Milton Village - Great Gulf	Milton	Detached	31'	0
			36'	0
		Townhouse	21'	3
			Total	3
Joshua Creek Montage - Hallett Homes	Oakville	Detached	38'	1
			42'	1
		Townhouse	21'	0
			Total	2
Queens Lane - Branthaven Homes	Brampton	Townhouse	20'	2
			Total	2
T.H Woods - Vogue Development Group	Vaughan	Detached	25'	0
			36'	0
			40'	2
		Total	2	
Applevue - ACE Developments Ltd.	Clarington	Townhouse	18'	1
			Total	1
Castlewoods Estates - First View Homes	Whitchurch-Stouffville	Detached	150'	1
			Total	1
Cornell Rouge - Madison Group	Markham	Detached	30'	0
			36'	0
			40'	1
		Townhouse	15'	0
			Total	1
Fields of Harmony - Greycree Homes	Oshawa	Link	30'	1
		Townhouse	20'	0
		Total	1	
Jasper Village - Conservatory Group	Milton	Detached	36'	0
		Semi Detached	25'	1
		Total	1	

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	September 2021					September 2022				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2			12	14	0			0	0
	Brock	3				3					
	Clarington	19			2	21	4			2	6
	Oshawa	110	0		53	163	0	1		0	1
	Pickering	20		0	38	58	1		0	0	1
	Scugog	3			0	3	0				0
	Uxbridge	0			20	20	0			0	0
	Whitby	4	1	3	15	23	0		0	0	0
	Total	161	1	3	140	305	5	1	0	2	8
Halton	Burlington			1	2	3			0	0	0
	Halton Hills				0	0	0			0	0
	Milton	2			35	37	0		1	3	4
	Oakville	7			4	11	2			1	3
	Total	9		1	41	51	2		1	4	7
Peel	Brampton	215		0	7	222	0		0	10	10
	Caledon	14			1	15	7				7
	Mississauga			0	13	13				0	0
	Total	229		0	21	250	7		0	10	17
Toronto	East York										
	Etobicoke										
	North York	1		0	5	6	0			0	0
	Old Toronto			0	0	0			0		0
	Scarborough	6		6	52	64	0			0	0
	York				1	1				0	0
	Total	7		6	58	71	0		0	0	0
York	Aurora	7			18	25	0			0	0
	East Gwillimbury	69		5	3	77	1		0	0	1
	Georgina	5				5					
	King	0				0	0			3	3
	Markham	7			183	190	1			0	1
	Newmarket		0		0	0		0	0	0	0
	Richmond Hill	26	0	0	32	58	0	0	0	0	0
	Vaughan	15		2	8	25	7			0	7
	Whitchurch-Stouffville	52			1	53	1				1
	Total	181	0	7	245	433	10	0	0	3	13
Grand Total		587	1	17	505	1,110	24	1	1	19	45

Sales & Remaining Inventory

Last 12 Months' Sales & Remaining Inventory by Municipality

Last 12 Months - Sales							Remaining Inventory						
Region	Municipality	Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Quadraplex	Semi Detached	Townhouse	Total	
Durham	Ajax	36			111	147	8	0		0	2	10	
	Brock	12				12	0				0	0	
	Clarington	101			31	132	28	0		0	11	39	
	Oshawa	147	2		99	248	0	13		0	38	51	
	Pickering	251		1	259	511	1	0	0	0	30	31	
	Scugog	77	26		35	138	9	0		0	0	9	
	Uxbridge	5			29	34	19	0		0	26	45	
	Whitby	152	16	71	167	406	10	0		15	41	66	
	Total	781	44	72	731	1,628	75	13	0	15	148	251	
Halton	Burlington	89		0	60	149	0	0		0	7	7	
	Halton Hills	2			36	38	4	0		0	0	4	
	Milton	190		1	76	267	4	0		0	0	4	
	Oakville	310			345	655	159			0	216	375	
	Total	591		1	517	1,109	167	0		0	223	390	
Peel	Brampton	475		26	310	811	56	0		0	134	190	
	Caledon	105			48	153	45	0		0	0	45	
	Mississauga			4	137	141	0	0		0	29	29	
	Total	580		30	495	1,105	101	0		0	163	264	
Toronto	East York						0			0	0	0	
	Etobicoke						0			0	0	0	
	North York	0		4	18	22	0	0		0	0	0	
	Old Toronto			1	12	13	0	0		12	0	12	
	Scarborough	6		2	120	128	2	0		0	0	2	
	York				54	54	0			0	4	4	
	Total	6		7	204	217	2	0		12	4	18	
York	Aurora	108			78	186	31	0	0	0	5	36	
	East Gwillimbury	96		12	14	122	86			8	35	129	
	Georgina	43				43	0	0		0	0	0	
	King	0			35	35	0	0		0	4	4	
	Markham	204			132	336	29	0		0	25	54	
	Newmarket		0	7	45	52	0	0		7	4	11	
	Richmond Hill	254	0	31	273	558	162	0		8	105	275	
	Vaughan	243			307	550	129	0		0	44	173	
	Whitchurch-Stouffville	166			105	271	4			0	0	4	
	Total	1,114	0	50	989	2,153	441	0	0	23	222	686	
Grand Total		3,072	44	160	2,936	6,212	786	13	0	50	760	1,609	

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